



KEY ACCOUNT MANAGER

IMI Precision Engineering

Field Based

Be part of
something
GREAT

Precision. Engineered. **Through our people, products** **and service.**

IMI Precision Engineering is a world leader in motion and fluid control technologies. Wherever precision, speed and engineering reliability are essential; we deliver exceptional solutions which improve the productivity and efficiency of our customers' equipment.

As a business, we aim to UNDERSTAND our customers' challenges. We then CONNECT our products, people and expertise in order to DELIVER exceptional service and solutions. These IMPROVE the performance of our customers' machinery. We call this Engineering GREAT, and we deliver it to customers through a world-class portfolio of high performance products, through close partnerships and problem-solving, and through a global network of support which ensures reliable local delivery, all over the world.

Engineering GREAT is our vision – help us get there.

Job purpose

We are recruiting for a Key Account Manager in our Commercial Vehicle team who will take responsibility for growing sales, through managing the existing pipeline of opportunities and identifying new opportunities for profitable growth.

This role requires a confident and enthusiastic individual with experience of selling technical solutions to Commercial Vehicle OEMs. You will be a highly customer focused individual with excellent commercial, technical and organisational skills needed to develop existing and new customers. A deep understanding of the customer and the customers markets are necessary for this role

The job holder will be expected to provide commercially viable solutions as well as identify new business opportunities that will benefit both Norgren and the customer resulting in profitable for IMI. The role will be strongly influenced by IMI stated aim of "outrunning the competition".

What we're looking for

The ideal candidate should be logical and business minded, capable of communicating on all levels from shop floor to boardroom and self-disciplined. Previous success in a field sales environment within the engineering/manufacturing industry with demonstrable professional selling and negotiating techniques in those arenas.

- A strong track record of sales success in the CV market.
- Strong technical ability specifically relating to on-board vehicle fluid control applications
- Excellent communication skills and, commercial acumen with sales hunter attributes.
- Must have a drive for winning and the skill to manage multiple tasks; prioritizing effectively so that opportunities are converted into success and delivered to plan.
- High level of competence in relevant IMI Precision products or the capacity and desire to rapidly develop this knowledge
- A positive can do / will do attitude and ability to work calmly under pressure
- Ability to work cross culturally to ensure that the right projects are identified and supported in the best interests of IMI

Find out more

Please send an up-to-date CV with cover letter and current salary details to:

Claire Longdon – Human Resources Co-ordinator

Norgren Limited – Blenheim Way, Lichfield, Staffs, WS13 8SY

Telephone:- 01543 265427, or email – askhr@imi-precision.com

IMI
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Closing Date 28 September 2018